



SUCCESS STORY

PHILADELPHIA DISTRICT OFFICE

U. S. SMALL BUSINESS ADMINISTRATION

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VERTECH INTERNATIONAL INC.

Vertech International, Incorporated (formerly Glotech, Inc.) was started in 1986 to serve the aerospace industries' need for a special metallurgical process for their jet engine parts. The company rented a small space in an industrial park in Newtown, Pennsylvania and leased specialized equipment from Abar Ipsen Corporation, the company Raj Verma used to work for prior to starting Vertech International, Inc. Initially, the company employed two people. Sales grew from zero in 1986 to approximately \$600,000 in 1990 and to eight employees.

With a loan from Pennsylvania Minority Business Development Authority, the company was able to purchase its own facility in 1991 and moved to Warminster, PA. The company diversified in 1993 into the manufacture of machined and fabricated metal parts serving primarily Department of Defense agencies.

Vertech International received certification through the U.S. Small Business Administration (SBA) 8(a) Business Development program in 1995. With a proven record in manufacturing, the company won some long term contracts that helped build a solid foundation for growth of the company. The 8(a) business development program is a program for socially and economically disadvantaged businesses and assists companies to secure their fair share of federal contract opportunities. While Vertech was performing on government contracts, it developed its own commercial product line of work holding tools (company website is www.workholdingsolution.com).

Vertech moved to its present location in Quakertown, PA in 2002 and has a 60,000 square foot facility on 5.3 acres. The majority of the work is done in house including machining, fabricating, welding, painting, assembly and packaging. Presently, the company has grown to 20 employees with estimated annual sales of \$2.5 million.

Although Vertech International will be graduating from the SBA's 8(a) program in October, 2004, it is well positioned to compete for open and competitive federal contracts as well as growing its current commercial product line. At present it is developing a patented rotary piston air compressor.

The SBA conducts a free 8(a) briefing workshop on the 4th Thursday of each month from 10AM till 12 noon. Call (215) 580-2722 to register and for more information.